

CONTRACTOR JOB AID

This job aid is designed to: provide additional information about topics and fields found in eBuy; explain processes and functionality in greater detail; and offer navigation and tips to improve your user experience.

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Introduction to GSA eBuy

GSA eBuy, a component of GSA Advantage, is an online Request for Quotation (RFQ) tool designed to facilitate the request for submission of quotations for a wide range of commercial supplies and services.

The following acquisition solutions are available in eBuy:

- GSA and VA Multiple Award Schedules also referred to as Federal Supply Schedules
- Technology contracts
 - Governmentwide Acquisition Contracts (GWACs) innovative, cost effective solutions for information technology (IT) requirements.
 - <u>Network Services and Telecommunications contracts</u> solutions for your agency's communications infrastructure and network needs.
- <u>Blanket Purchase Agreements</u> GSA has developed MAS BPAs that leverage the government's buying power and achieve significant cost savings through the aggregating of federal demand.
- <u>Federal Strategic Sourcing Initiative (FSSI) contracts</u> Strategic sourcing is the structured and collaborative
 process of critically analyzing an organization's spending patterns to better leverage its purchasing power, reduce
 costs, and improve overall performance.

Benefits of eBuy for Contractors:

- Maximizes the opportunity to participate by notifying you of new government requirements for your specific products or services
- Saves you money by reducing the cost of finding government business opportunities and reducing lead time and cost to submit quotes.
- Allows Federal buyers and schedule contractors to communicate requirements and quotes via the web and e-mail.
- Helps establish new business relationships as new opportunities are discovered.
- Provides valuable information of the Federal and State and Local government marketplace allowing you to expand your customer base.
- Increases sales potential by becoming more aware of new business opportunities.
- eBuy is fast and easy to use!

Accessing GSA eBuy

To access the GSA eBuy Contractor website:

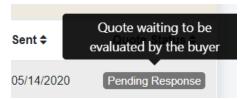
- 1. Go to http://www.ebuy.gsa.gov
- 2. At the top of this page you will see "Sign in as a Contractor", click "Contractor" to open the login window.
- 3. Follow the instructions provided to complete login.

IMPORTANT: In order to participate in eBuy, contractors must first register the contract with the GSA Vendor Support Center - https://vsc.gsa.gov/register/#.

Navigation & Tips

Mouse over info

Many elements/fields you will see in eBuy will activate additional information on the screen when the mouse pointer is moved or "hovered" over a designated area.



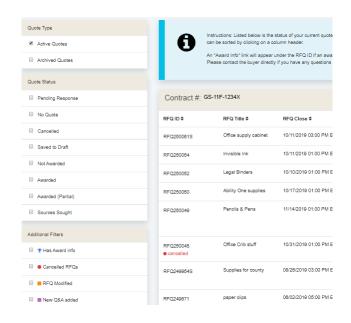
Sorting Data in Lists

Most of the lists displayed in eBuy can be easily sorted. To determine which fields a list can be sorted by, look in the column headers for the sort order arrows ♦ next to the column title. In the example demonstrated below, the RFQ RFQs can be sorted by Source, Category, RFQ ID, RFQ Title, RFQ Posted, and RFQ Close.



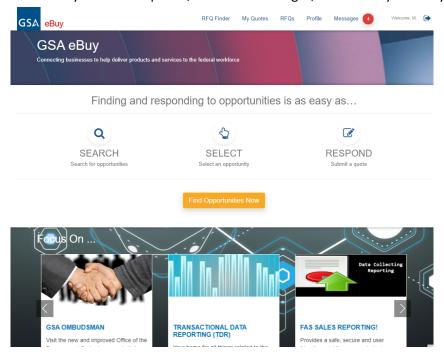
Filtering Data

Many of the pages in eBuy provide left column filters that help narrow data/lists. These filters are especially useful when the page, such as My Quotes (demonstrated below), may contain a long list of information. Each filter, when selected, will dynamically narrow the results accordingly.



Contractor homepage

After logging into eBuy, the contractor homepage will be displayed. From this central hub page, you can: access new business opportunities; view already submitted quotes, view new messages, and access your eBuy Profile.



Top Navigation Menu

The top navigation menu is available throughout the GSA eBuy website and provides access the different features of eBuy.



RFQ Finder - the RFQ Finder provides a guick way to open an RFQ.

My Quotes – provides quick access to the Quotes your company has submitted or saved to draft.

RFQs – find opportunities available under the Special Item Numbers (SINs) or categories awarded under your contract.

Profile – provides a snapshot of points of contact for your SINs/categories.

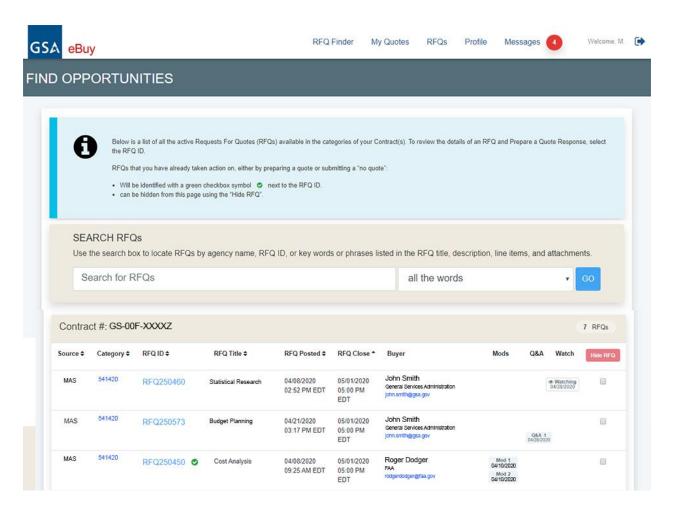
Messages – this feature provides alerts of recent activity concerning your RFQs.

Find Opportunities

Find Opportunities is a list of all active Request For Quotes (RFQs) available within the Special Item Numbers (SINs) awarded under your contract.

During the creation of the RFQ, if a buyer selects your company, you will receive an email notification requesting a quote. Please note that getting an email notification on an RFQ is *not* guaranteed since buyers do not usually select all vendors under a SIN. However, even if you are not notified by email of an RFQ, you may still submit a quote for the RFQ. It is advisable to check eBuy each day for all new RFQ opportunities.

Important note - You will not be able to view RFQs posted under SINs that are not in your contract.



Find Opportunities fields:

Source – the contract vehicle or source where the requirement was posted.

Category – this is the Special Item Number (SIN) or category that the RFQ was posted under.

RFQ ID – the unique identifier assigned to the RFQ.

RFQ Title – the title entered by the buyer for the RFQ.

RFQ Posted –date and time that the RFQ was posted to eBuy.

RFQ Close -date and time that the RFQ will close in eBuy.

Buyer - the person that submitted the RFQ in eBuy.

Mods – if the Buyer has submitted a "modification" to the original RFQ, a link to each mod will be listed under the Mods column for that RFQ. Clicking the link will display the description of the mod entered by the Buyer.

Q&A – if the Buyer submits a Q&A document, this document will be listed under the Q&A column for that RFQ.

Watching – if you are watching an RFQ, a "watching" flag will appear in the Watch column for that RFQ.

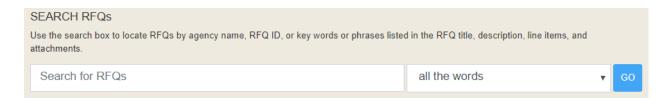
Hide RFQ – this column allows you to hide RFQs that you are not interested in quoting on. Note - this action cannot be undone and the RFQ will be permanently hidden from your Find Opportunities page.

Helpful information on finding opportunities

- **Default sort** RFQs are sorted by RFQ Close date ascending. The quote closing soonest will appear at the top.
- Sort order arrows ♦ are available next to most column headers for easy manipulation of the list.
- **Set Aside RFQs** Contracting Officers have the ability to open an RFQ as a total set-aside. If your company is *not* a part of the small business subcategory selected by the CO while creating the RFQ, you will not be able to view or quote on these RFQs.
- A **green check** indicates that you have already prepared a quote or submitted a "No Quote" response for that RFQ.

Search RFQs

Sometimes the list of active RFQs can be rather long and cumbersome to manage, so eBuy provides a search tool to help you quickly narrow the list down to RFQs from specific industries or agencies. Search look for your keywords in the following RFQ fields: RFQ number, title, description, agency name, attachment, and line item (manufacturer part number, manufacturer name and product/service name).



Search RFQ provides two search options:

- 1. **all the words** returns matches that include all of the specified keywords.
- 2. exact phrase returns matches in the exact order and spelling of the specified keywords.

Tips on searching

- Less is more starting with fewer keywords may return a larger number of matches, but this will help determine if additional keywords are needed to narrow the solution scope. Use too many words and you may not find what you were looking for.
- Think on a higher level while every effort is done to give acquisition solutions informative titles and descriptions, it is impossible to list every specific product or service available under the solution. Think of the solutions as the yellow pages. For example, consider about entering 'sporting goods' instead of 'hockey stick', or "Auto Repair" instead of "Ball Joint".
- Search is NOT case sensitive.
- Basic stemming rules are used; i.e. variations of the word 'sample' (samples, sampling) would yield the same results.
- eBuy does not allow Boolean operators such as AND or NOT.

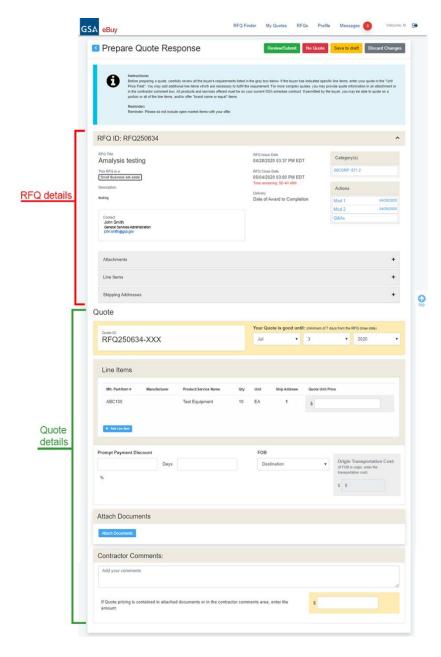
Cancelled RFQs

If a buyer cancels an RFQ, the RFQ will be flagged as "Cancelled" in red underneath the RFQ number. By clicking in thi red box, the reason for cancellation entered by the buyer will be displayed on the page.



Preparing a Quote

The *Prepare Quote Response* page is where you will prepare your quote for submission in eBuy. The page contains two main areas: RFQ Details and Quote Details.

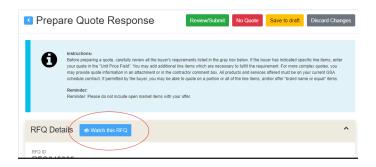


RFQ Details

The RFQ details are displayed at the top of the *Prepare Quote Response* page. The RFQ Details section displays all the information provided by the buyer on the requirements of the RFQ. All attachments, modifications or Q&A's created by the buyer will also be listed in the RFQ details section. After reviewing the RFQ Details, if you feel that your company can fulfill this procurement, scroll down to the Quote Details and provide any information/attachments necessary for the buyer to properly review your quote.

Watch this RFQ

The Watch this RFQ feature in eBuy allows you to receive notifications regarding changes to an RFQ. By selecting to "watch" an RFQ, you will receive email notices if the buyer modifies, cancels, or includes Questions & Answers (Q&As) on the RFQ. This feature is especially helpful if you did not receive an email notification from the buyer about the RFQ. Please note that if you were selected by the buyer during the RFQ creation, or have submitted a quote to the RFQ, you will automatically receive email notifications of any actions submitted by the buyer for the RFQ. Please remember that a "Draft Quote" is not a submitted quote and you will not receive notifications on the RFQ unless the "watch" feature is enabled.



Submitting a Quote

If you elect to submit a quote, please provide all of the pertinent information necessary for the buyer to assess your quote. This can include: line items prices, discounts, delivery conditions, and the expiration date of your quote (minimum of 7 days from the RFQ close date is required). Please note that you may attach documents that include necessary information on your quote.

Who can submit a Quote?

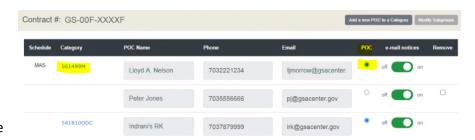
<u>Anyone listed as a POC in your eBuy Profile</u>, regardless of the category (SIN) they are listed under, <u>has the ability to submit a quote for any RFQ listed under a category (SIN) in your Profile</u>. To see a current list of the POCs under your contract, please go to your eBuy *Profile*.

What POC will be displayed with my Quotes?

The POC that will be displayed with a quote is determined by who is the main POC in your *Profile* for the category (SIN) where the RFQ is posted. To identify who is the main POC, go to your eBuy Profile, under the category, identify who is selected in the POC column.

In this Profile screenshot, for category=561499M, Lloyd A. Nelson is selected as the main POC and will appear as the POC on the quotes submitted under this category.

For more information about how to update POCs, please visit the *Profile > Points of Contacts* section in this document.



Quote fields

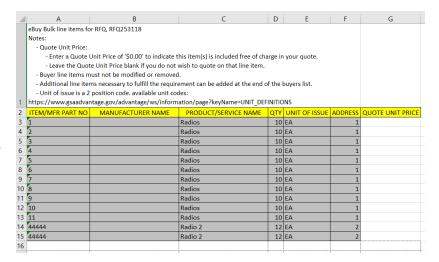
- Your Quote is good until aka the quote expiration date. eBuy will by default, automatically set your quote good expiration for 30 days past the RFQ Close date. You may change this as necessary; however, the minimum quote expiration is 7 days after the RFQ close date. When selecting the quote expiration date, remember to give the buyer sufficient time to evaluate all quotes and make an award. You could lose the opportunity for award if your quote expires too quickly.
- Line items many RFQs contain line items entered by the buyer. You may enter a unit price for each line item, or add additional line items to your quote. If including additional line items with your quote, it is suggested that you provide additional information or reasoning in the Contractor Comments for the buyer.
- **Prompt Pay Discount** you have the option of offering the buyer a Prompt Payment discount. This Prompt Payment discount must be at least the base discount amount offered in your contract.
- **FOB** if line items require additional transportation charges, indicate this to the buyer by selecting "Origin" from the FOB drop down. If origin is selected, include the additional origin transportation cost in the box provided. FOB destination is the default selection.
- Attach Documents you may attach a statement of work or additional documents to the RFQ as needed. Each document must be less than 100MB.
- Contractor Comments enter any additional information for the buyer in this space.
- **Quote Pricing** if your quote contains pricing in attached documents or in the contractor comments area, please enter the amount in the space provided.

If Quote pricing is contained in attached documents or in the contractor comments area, enter the amount:



Line Items - Upload Quotes

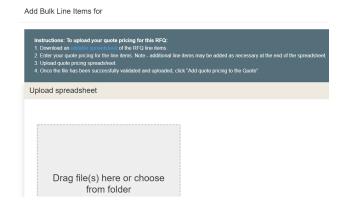
When an RFQ has 10 or more line items, it can be tedious and time consuming manually entering quote pricing directly on the eBuy page. To assist in this task, eBuy provides the ability to download a pre-filled <u>spreadsheet</u> containing all of the RFQ line items. All you need to do is simply enter the quote unit prices, upload the spreadsheet, and eBuy will automatically load the quote prices to the line items.



Important - you may add additional line items to this spreadsheet when necessary. eBuy will automatically validate the new line items to make sure the mandatory fields are entered, and then append them to the end of the RFQ line items list.

Uploading line item quotes

- 1. Click the "Upload Quotes" button.
- 2. From the pop-up window, download the <u>spreadsheet</u> <u>template</u> containing the RFQ line items.
- 3. Enter the Quote Unit Price for the line item fields into the spreadsheet.
- 4. Upload the spreadsheet to eBuy.
- 5. Click "Add Line Items to Quote". This will add the quote pricing to the line items.



Spreadsheet error resolution

If any *errors* are found in the uploaded spreadsheet, to assist

the error resolution, eBuy will create a new spreadsheet highlighting the errors in red. Please download this spreadsheet, fix the highlighted errors, and re-upload into eBuy.

Upload spreadsheet Validation Error: The bulk line item spreadsheet contains invalid or missing mandatory data. To assist you in identifying the errors, we have created a spreadsheet highlighting the data that needs to be updated 1. Download this spreadsheet with the errors highlighted. 2 Fix identified errors eBuy Bulk line items for RFQ, RFQ253118 Notes: - Quote Unit Price: - Enter a Quote Unit Price of '\$0.00' to indicate this item(s) is included free of charge in your quote. - Leave the Quote Unit Price blank if you do not wish to quote on that line item. - Buyer line items must not be modified or removed. - Additional line items necessary to fulfill the requirement can be added at the end of the buyers list. - Unit of issue is a 2 position code, available unit codes: 1 https://www.gsaadvantage.gov/advantage/ws/information/page?keyName=UNIT_DEFINITIONS PRODUCT/SERVICE NAME 2 ITEM/MFR PART NO MANUFACTURER NAME 3 123 Tools Inc Hammer 12 EA 10 4 1 5 2 6 3 7 4 10 EA Radio Radio 10 EA Radio 10 EA Radio 10 EA 8 5 9 6 Radio 10 FA Radio 10 EA 10 7 Radio 10 EA 11 8 10 EA Radio 10 EA 13 10 Radio 10 EA 14 11 Radio 10 EA

Line Item fields

- Item/Mfr. Part No. (mandatory) the official part number assigned by the manufacturer of the product.
- Manufacturer Name the company that makes the product.
- **Product/Service Name** the name that best describes the product. Mandatory if manufacturer is entered.
- Qty (mandatory) the total amount of the product needed.
- **Unit of Issue** (mandatory) the code indicating the physical measurement, the count, the container, or shape of a product.

in

- Address the number shown in this column corresponds to the intended destination for this product as listed in the *Shipping Address* section.
- **Quote Unit Price** the price of the line item per the unit of issue.

Quoting on Line Items

When submitting quotes for line items, there are a few submission scenarios that eBuy allows that you should be aware of:

- 1. I do not want to quote on a line item eBuy does not force you to quote on every line item listed on the RFQ. If you do not wish to quote on a line item, leave the Quote Unit Price for that line item "empty".
- 2. Line item included free with Quote If you elect to offer or include a line item "free of charge" with a quote, enter "\$0" in the Quote Unit Price field for the item. Please note that if the free item(s) are coupled with the award of other line items on the quote, it is advised to indicate this in the Contractor Comments section of the Quote.
- 3. I want to include additional line items eBuy provides the ability for contractors to include additional line items on your quote. You may add line items manually one at a time via "Add Line Item", or using the "Upload Quotes" spreadsheet process for a large list of line items.

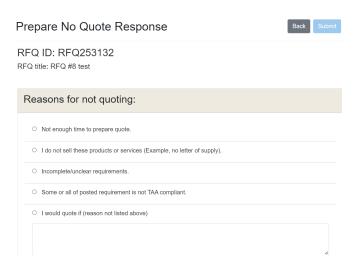
Review/Submit

When you have completed entering/attaching the appropriate information for your quote, click on Review/Submit the "Review/Submit" button. Your quote will automatically be saved to draft and then be forwarded to the Review page. Please ensure that all of your information is correct. If edits or additional information is needed, click the "Back" button and make the necessary changes. When satisfied with your quote, click the "Submit Quote" button.

No Quote

If you cannot offer a quote right now or can't don't want to for some reason, select 'No Quote' and provide the reason a quote will not be provided. Please note that responding "No Quote" to an RFQ that is "seeking sources" is essentially telling the buyer that you do not have the ability to meet the needs or fulfill the requirements of the RFQ.





Save to Draft

eBuy provides the ability to save your quote to draft. All information entered, including attachments, will be saved with the draft. To retrieve your draft quote, go to your *My Quote* page.

Save to draft

Discard Changes

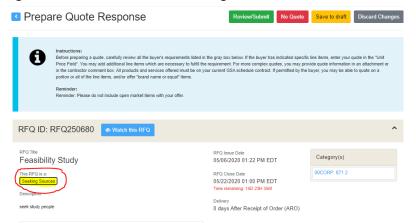
At any point on the *Prepare Quote Response* page, you have the ability to completely clear out any information you entered, and any documents you have attached to your quote by clicking the "Discard Changes" button.

Discard Changes

Seeking Sources RFQ

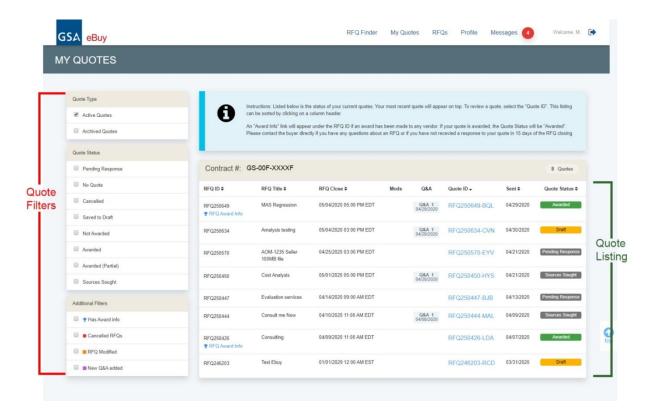
A "Seeking Sources" RFQ posted on eBuy is the same as a Request for Information (RFI). Seeking Sources RFQs are issued by the buyer in eBuy for information and planning purposes only, and to identify potential sources as part of market research. Even though responses are called "quotes" in eBuy, they are not quotes on which an agency can issue a Schedule order - the government *does not* intend to award a Schedule order based only on responses to a "seeking sources" RFQ in eBuy. eBuy does not allow a buyer to award an RFQ that has been submitted as "seeking sources".

An RFQ submitted as "Seeking Sources" will have a notification on the *Prepare Quote Response* page, under the RFQ Title. The notification message will state "This RFQ is a: Seeking Sources".



My Quotes

The *My Quotes* page contains your active and archived quotes and their current status. It is divided into two main sections: a filter area (left side), and the Quote listing (right side).



Quote Filters

Quote filters can be selected at any time, and will dynamically apply the filters to the Quote listing.

Quote Type

The Quote Type filter provides the ability to easily view your "Active" or "Archived" quotes.

<u>Active Quotes</u> - Active Quotes can be defined as a state for quotes that are currently in progress and still pending.

Archived Quotes - Archived Quotes can be defined as a state for quotes that are:

- Completed the quote has been awarded.
- Expired Quotes will *automatically* move to the "Archived" state when the quote good until date expires.

Quote Status

The Quote Status filter provides a simple way of filtering quotes by their status.

Quote Status definitions:

- **Pending Response** quote is waiting to be evaluated by the buyer.
- Awarded quote evaluated and awarded by the buyer.
- Awarded (Partial) quote evaluated and partially awarded by the buyer.
- Not Awarded quote evaluated and not awarded to you by the buyer.
- No Quote you have elected not to quote on this RFQ.
- Contract Expired the contractor's contract has expired. The quote can no longer be viewed or awarded by the buyer.
- **Draft** quote has been saved and not yet submitted.
- **Sources Sought** RFQ was designated to seeking sources only.
- Cancelled the quote has been cancelled by the contractor.

Additional Filters

- Has Award Info –quickly display all RFQs that have award information recorded in eBuy.
- Cancelled RFQs –identify RFQs that have been cancelled by the buyer.
- **RFQ Modified** find RFQs that have been modified since you have submitted your quote.
- New Q&A added –find RFQs where the buyer has submitted a Question and Answers document.

Quote Listing

The Quote List displays the quotes you have created. This listing can be displayed in two different states: an Active state and an Archived state. Switching between the quote states of active and archived is easily done by selecting the appropriate Quote Type filter.

Sorting the Quote List – the default sort is by "Quote ID". You can easily sort the listing on another field by using the sort order arrows ♦ next to column headers. The following headers can be used to resort the listing: RFQ ID, RFQ Title, Close Date, Quote ID, Sent and Quote Status.

RFQ List fields

- RFQ ID this is the unique identifier assigned to each RFQ submitted by a buyer in eBuy.
- **RFQ Title** the RFQ title entered by the buyer.
- RFQ Close— this is the date and time that the buyer selected to officially close the RFQ in eBuy.
- Mods if the buyer has submitted a "modification" to the RFQ after you submitted your quote, a link to the mod
 will be listed under the Mods column for that RFQ. Clicking the link will display the description of the mod
 entered by the buyer.
- Q&A if the buyer submits a Q&A document, this document will be listed under the Q&A column for that RFQ.
- Sent denotes the date that your latest quote was submitted to eBuy.
- Quote Status identifies the current status of the Quote.

RFQ Award Info

When the RFQ closes, the buyer will have the opportunity to send award notifications in eBuy. If an award notification action is made by the buyer in eBuy, an "RFQ Award Info" link will appear under the RFQ Number. Clicking this link will display the award information including the vendor, date awarded, and award amount. If more than one company is awarded under the RFQ, all awarded vendors will be listed.



Modifying a Quote

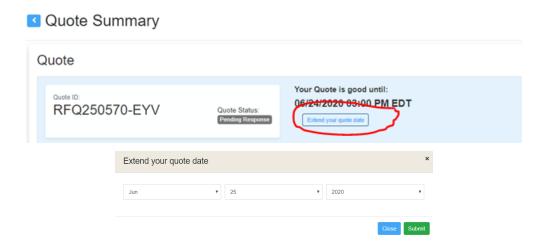
eBuy allows you to modify your quote <u>as many times as you need until the RFQ Close date/time</u>. To update/modify a quote that is still active:

- 1. Locate the quote on the My Quotes page.
- 2. Click the Quote ID.
- 3. From the Quote Summary page, click the "Update Quote" button at the top right of the page.
- 4. On the *Prepare Quote Response* page, enter the purpose of the modification or the changes you are making in the space provided.

Please note that it is *mandatory* to enter a description of the modification. Buyers will be notified each time you modify your quote and will be able to view your modification description.

Extending a Quote date

After an RFQ closes, eBuy provides the ability to extend the date that your quote expires.

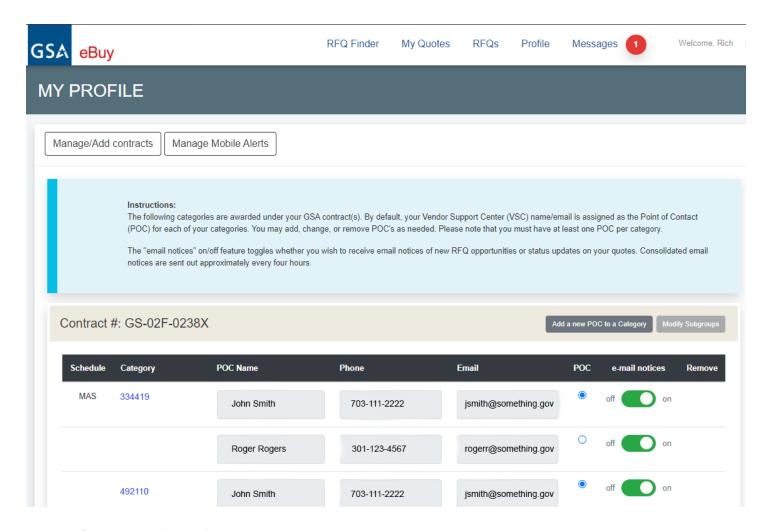


How to Extend my Quote Expiration date

- 1. From the My Quotes page, select the Quote ID to display the Quote Summary page.
- 2. Under "Your Quote is good until", click the "Extend you quote date" button.
- 3. Enter the new date your quote is good until.
- 4. Your new quote good until date will immediately be updated.

Profile

The *Profile* page provides a list of the contracts and points of contacts (POCs) for each of the SINs awarded under a contract. From the Profile you can: Add/manage POCs, Add or associate contracts to a login, Manage Mobile Alerts, and Modify Subgroups (if subgroups are available under your awarded categories).



Point of Contacts (POCs)

POCs are a very important feature of eBuy. The POCs listed in the eBuy *Profile* identify who in your company <u>has access</u> to eBuy. In order to create an account and login to eBuy, a person *must* be listed as a POC under a category in the *Profile*.



Profile POCs Example

Important -

- As a default, there must always be one POC for each Category.
- Anyone listed as a POC in the *Profile*, regardless of the category they are listed, has the ability to submit a quote for RFQ's posted *under any category* awarded under the contract.
- The POC that will be displayed with a quote is determined by who is the main POC in your *Profile* for the category (SIN) where the RFQ is posted. To identify who is the main POC, go to your eBuy *Profile*, under the category, identify who is selected in the POC column. E.g. Using the 'Profile POC Example' screenshot above, if an RFQ is posted under the category "561499M", regardless of who submits the quote, Lloyd A. Nelson will always be displayed as the POC on the quote to the buyer.
- Please be mindful when selecting who will be the main POC for a category. Buyers may wish to reach out to your company directly and having someone who is involved and knowledgeable of eBuy and the quotes being submitted is very important.

How the VSC registration affects POCs in eBuy

When a new contract is added to eBuy, the name, phone, and email recorded during the registration of the contract at the Vendor Support Center (VSC), will automatically be assigned as the POC for each of the SINs/Categories under that contract. Whenever a new Category (or SIN) is added to a contract, eBuy always populates the name, phone and email from the information recorded at the VSC as the POC for the new category.

Managing POCs

The POC name, phone and email are non-editable fields. eBuy requires at least one POC per category. If more than one POC is listed for a category, one of the POCs will always be selected as the main POC. To identify who is the main POC, simply look to see which POC is selected under the POC column.

How do I add a new POC to a Category?

To add a new POC to a category, click the "Add a new POC to a Category" button displayed in the contract number line.

Add a new POC to a Category

How do I remove a POC?

To remove a POC, simply select the checkbox in the "Remove" column, and click "Save Changes".

Remove POC Notes:

- As a default, there must always be one POC for each Category.
- You cannot remove the selected "main" POC.
- If your Category only has one POC, you will need to add a new POC to that Category, change the main POC, and then follow the remove POC procedures.



Email Notices

The "e-mail notices" on/off switch toggles whether a POC will receive notifications of new RFQ opportunities and status updates on quotes. Note, consolidated email notices are sent out approximately every four hours from eBuy.

Associate multiple contracts under a single login to eBuy

If your company has more than one contract with GSA, eBuy provides that ability to "associate" more than one contract to a single login to eBuy for all your contracts.

To associate a contract, click on the "Manage/Add contracts" button.

In the example screenshot, a user has "associated" three additional contracts under the contract GS-00-XXXXF. With this scenario, contract GS-00F-XXXXF is considered a "master" contract in eBuy for this user. Now, this user can login to eBuy, select contract GS-00-XXXXF, and then be able to view RFQ opportunities and submit/manage quotes under all <u>four</u> of the contracts.

Important –

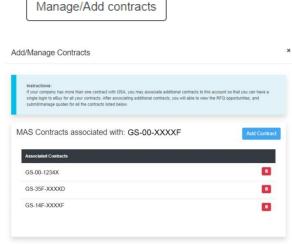
- In order to associate a contract, you must be a POC on the contract you want to associate.
- Logging into an "associated" contract will only display RFQ
 opportunities for that specific contract. Only the master contract will display all of the associated contracts.

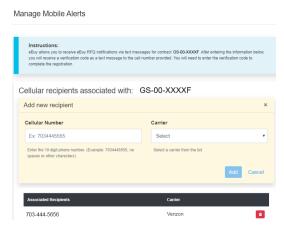
Manage Mobile Alerts

eBuy allows you to receive RFQ notifications via mobile device.

To add a new person to receive notifications:

- 1. Click the "Add new recipient" button.
- 2. Enter a valid phone number and carrier, then click "Add".
- 3. eBuy will send a verification code via text message to your device.
- 4. Enter the verification code to complete the registration of the device.





Modify Sub Categories

The SIN Sub Category Tool allows you to list your company under "sub categories" that are below the Special Item Number (SIN). SIN Sub Categories are displayed in eBuy and also <u>GSA eLibrary</u> under the applicable SIN. SIN Sub categories are only available under a few SINs. The "Modify Sub Categories" button will only be activated if sub categories are applicable to your contract SINs.

To update sub groups available under your contract SINs:

- 1. From your Profile page, click "Modify Sub Categories".
- 2. Your current selections will be displayed. Make any necessary adds/deletes of sub groups by checking those that you want your company to appear under.
- 3. Click the "Save Changes" button.
- 4. Changes typically take up to 24 hours to be applied throughout the systems.

